

WELCOME BACK
RON BUNKER

page 2



NEW
APPOINTMENTS
TO THE
ENTERPRISE
SYSTEMS BOARD

page 2



CLIENT SERVER
TRIUMPH FOR
MEO

page 4



IN PROFILE -
ROBYN WEST,
NEW ZEALAND
GENERAL
MANAGER

page 5



DEVELOPMENT &
LEARNING TEAM
CONSOLIDATES
INTERNAL
TRAINING

page 5



ALL ABOARD FOR
DIGITAL

page 11



JANUARY/FEBRUARY 1994
VOLUME 4 ISSUE 13

DIGITAL

digital

Last month we farewelled Managing Director Ron Larkin with a party at Rhodes attended by all general managers. Ron's proactive approach and attitude spearheaded some tremendous achievements in SPR including record growth and profitability.

This month we welcome back Ron Bunker who was last in SPR as Regional



Ron Bunker

New year new MD

Sales and Marketing Director and who now takes up his appointment as our Managing Director.

Ron joined Digital Canada in 1971 and has held various Sales and Sales management positions. After his first SPR appointment in 1989, Ron became Vice President Sales and Marketing for GIA and until his return to Australia was Vice President Global Sales Operations.

Ron is a graduate of the Hamilton Institute of Technology and has participated in Executive Education programs at Penn State University and INSEAD.

We offer Ron and Misty a very warm welcome 'home'. ■



Ron Larkin received two fine Australian paintings by Harold Scott as a farewell gift



Ron Larkin

Enterprise system board update

Last issue we told you about an exciting new opportunity for high-end Sales people and for the management committee. Through membership of the Enterprise Systems Board, top Sales people meet with SPR Managing Director Ron Bunker and Sales and Marketing Director Brian Mitchell on a quarterly basis to give feedback and advice on Digital's position in the marketplace.

Late last year Andrew Meier (Vic), Florence Douyere (NSW), Carol Johnson (Vic) and Mark Lane (Vic) were appointed to the Enterprise Systems Board by previous MD Ron Larkin. Their appointments were made in recognition of their achievement in selling Alpha AXP Enterprise Systems (7000/10000) into their accounts - Peters Foods, Optus, Monash University and Computershare respectively.

As members of the Enterprise Systems Board, they met with Ron Larkin and Brian Mitchell on

December 20. The members represented their branch General Managers and delivered presentations on the status of the mid-range/high-end business in their branches.

"A key output from this meeting was a definition of issues and action items for expanding the Enterprise Systems business," notes Rolf Jester, Business Manager for Alpha AXP in SPR.

"The Enterprise Systems Board is helping us capitalise on the advantages we have with Alpha AXP and our full portfolio of products and services to gain leadership in delivering enterprise systems for our customers." ■



The new Digital has arrived -

AND IS LIVING ON THE GOLD COAST

SPR has been designated as the world-wide engineering centre for Pathworks software on the OS/2 operating system. Pathworks is the company's highest volume selling software and OS/2 is a PC operating system from IBM which is in ever increasing demand by our customers.

The decision to develop Pathworks software on OS/2 is, according to Daniel Holland, SPR Director of Engineering at our Gold Coast Engineering facility, proof that the new, more aggressive and definitely proactive Digital Equipment Corporation has arrived.

"This is Digital assessing the market, listening to customers, acting on information gathered by our Sales people. We have a lot of Pathworks customers in Australia so a local engineering presence in Pathworks is a proofpoint of our commitment to them, and we are casting our net even further with the OS/2 Pathworks product we have developed and will continue to develop here.

"Not only are we taking a more aggressive stand in terms of what we are delivering to our customers, but also in terms of when," comments Daniel. "Digital's normal product development cycle is between eighteen to twenty-four months. With Pathworks on OS/2, we met with Engineering in the US in April, by July we had a team developing the product here, we have a version out now and we will offer two future releases in the next ten months."

Daniel is also excited about what he calls, "other manifestations of the new Digital". The include a project being driven by our Gold Coast Networks Engineering group to define Digital's ISDN (Integrated Services Digital Network) communications strategy.

Currently all our Alpha workstations ship with an ISDN-ready communications outlet which cannot be used because we have not yet worked out how ISDN capability fits into our networking product strategy.

We have been given the mandate



to compare competitor's ISDN products, assess that in terms of the business requirements of our customers, and come up with a product plan that at least gives us parity with our competition and which, eventually, will give us an advantage over them.

"This new course in Digital's history is about ensuring that Engineering, Sales and Marketing work together, that they serve each other with information and with product so as to better serve our customers," comments Daniel.

"In the networks business we have some 150 competitors who want to see us out of business. By being proactive, by getting product out there quickly and by being flexible, they won't get a chance to eat our lunch.

"We are very excited that Engineering in SPR is so central to the company's overall plan of action because of the positive message it sends to customers in SPR." ■

SOR now available

SPR's annual report is now available in the Sales Communications Centre. See Cathy Black if you want to attain or borrow a copy.

A FIRST FOR VICTORIA

the best for our customers

When last October we launched a series of worldwide product announcements about client server solutions, we were saying to our customers and our indus-

try that Digital is backing client server computing as the key to success in business.

In SPR we have reinforced that message with the establishment of the Client

Server Centre at our Melbourne head office. The Centre, the first of its kind in Victoria, was set up in conjunction with five other major IT companies and was opened late last year by the Treasurer of Victoria, The Hon. Alan Stockdale.

The companies involved in the Centre are Applied Micro Systems, COCAM, GEC Alsthom, Information Builders and PRAXA.

According to General

Manager for Victoria and Tasmania, Cris Nicoll, the great benefit of the Centre is that it gives IT professionals an opportunity to evaluate client/server technology operating on a comprehensive range of operating systems and software in one location.

"We have provided a centre of client server excellence so that organisations can evaluate client server technology and simulate its impact on their environment," comments Cris. "They can look at ways of growing and complementing their business systems using multi-vendor integration of products from IBM, Microsoft, Apple and of course, Digital.

"Furthermore, the formation of the Centre is evidence that co-operation is a viable business model."

With our business partners we will invest over \$1 million in hardware, software, staff, communications and infrastructure in the Centre's first year of operation. ■



Left to right: David Major, Digital Consulting Services; the Hon. Alan Stockdale MLA, Treasurer of Victoria; and Cris Nicoll, General Manager Victoria/Tasmania.

OPTUS MOVES INTO second stage

The Operational Support Systems (OSS) project for OPTUS is entering its second phase, refining, advancing and replacing the systems we helped create back in 1991/2 for the then newly established telecommunications company.

"There is a very gradual development from Phase I to Phase II which will provide the kind of advantages OPTUS will need to be able to offer its customers world leading products and customer service" comments Andrew Phippen, OPTUS Account Manager (pictured on the right).

Phase 1, which began in April 1991, was about designing, buying and building the telecommunications technology for the newly created OPTUS network and then getting the applications up and running by the deadlines.

fined business needs by advancing existing systems and introducing new technology in order to make OPTUS more flexible in its response to customer need and to new business opportunities.

A key element in the Phase II strategy is a common user interface. As an example of why this is critical to performance, in other telecommunications organisations, customer service departments often need to switch from one screen to another when servicing different telecommunications products, such as mobile and long-distance services. With OPTUS Phase II OSS, all customer requirements will be able to be serviced from the one screen, thereby providing more quality in service.

Digital as prime contractor in this project, which is headed up by Rob Starkey, (pictured left) employs some 50 full-time staff, hires approximately 60 contractors including specialists from Digital in



Europe and the US, and uses the products and expertise of over 70 third party companies. We are also looking at a participatory agreement with other major IT companies such as IBM in order to put together the required technology.

Phase II will take years to complete and in that time will not only provide us with millions of dollars of revenue and gain us tremendous expertise which we can bring to new business opportunities, but by using local product and knowledge will give the local IT industry a strategic advantage in the international telecommunication marketplace. ■

The OPTUS project is the largest Systems Integration project in SPR's history and one of the largest telecommunications projects in the company's history. ■

in profile

Robyn West, who took up the position of New Zealand General Manager last August, is making sure she has all hands on deck. Robyn believes that it is vital to the success of Digital NZ and the company as a whole that goals be set and plans developed with all team members participating so that every function has had strategic input and therefore understands what must be done and why.

"This is not rocket science, but it is a fundamental method by which we can allocate and optimise resources, decide the investment priorities and focus our activities on opportunities which support our plan," says Robyn.

"It also means we can measure the performance of every function on an ongoing basis in terms of their contribution to the country business plan."

In order to ensure the participation of all, Robyn is focusing on the development of new leadership practices, horizontal team operation



processes and empowerment through education about what business management really means.

"I would like to see Digital develop and implement a reward and recognition system to encourage skills development, and to offer profit and revenue incentives which reward the attainment of individual, team and country targets," notes Robyn.

"Our goal is to deliver superior value to our customers, to provide service that is unanticipated, and thereby be the most sought after

computer company to do business with."

As the only female CEO amongst our major competitors in New Zealand, Robyn has had some interesting reactions from customers, particularly because her name offers no clue as to her gender. The sudden realisation that "she is a she, not a he" has startled more than one customer but, says Robyn, "it provides a good icebreaker."

Robyn joined Digital from IBM New Zealand, where she had worked since 1982 when she joined the company as a Sales and Marketing Trainee. She has an MA (Hons) degree with a post graduate diploma in Public Relations, and following her academic career, worked in Government - including a period as speech writer and policy implementation planner for the Minister of Health.

Robyn's family consists of her partner Richard Taylor and her 18 year old dog Kandy. Her hobbies are gardening, property management, reading and "generally eating, drinking and being merry." ■

D EVELOPMENT & LEARNING the way to go

Digital has always been committed to the development of its employees but it has been a number of years since we looked at all our internal Development and Learning programs in a co-ordinated way.

The creation of a company wide Development & Learning strategy has integrated business plans, investment decisions and learning objectives for all employees and will consolidate all internal training - field, technical, managerial, personal development and special programs.

In SPR a Development & Learning team has been put together to work closely with the worldwide Development & Learning team.

The team players in the exciting and challenging role are:

Marianne Starkey - Group Manager
Christine Stirrup

Mary Kensett-Smith

Candace Parks

Graeme Marks

and Matthew Gardiner from Learning Services supports the group for technical training.

Learning Services, managed by Geof Robinson, now concentrates on external customer training, though Geof's team are subcontracted to supply the administration for all internal training.

"With a vision to create a valued learning environment which enables the development of our people to achieve SPR's current and future goals, the Development & Learning group will be working with all functions and geographies to create Development & Learning plans out of which will come Individual Development Plans for every employee designed



The Development & Learning Team, L to R
Christine Stirrup, Mary Kensett-Smith, Candace Parks, Marianne Starkey & Graeme Marks.

around competencies," says Marianne Starkey.

"Over the next three to four months the group will be designing the architecture and processes to support it. There are no sacred cows and if we are to become the "learning organisation" that Bob Palmer wants us to be, the strategy must truly address current and future requirements. Those organisations which continue to encourage their employees to develop and learn to meet business objectives will be the success stories of the 90's.

"We want to be one of them!" ■

In action: Women in Digital

WID HOSTS STUDENT PROGRAM:

The first of an ongoing program of activities between Digital and students from Riverside Girls High School was hosted by the Women In Digital group at Rhodes last November. Twenty students and three teachers attended a session which aimed to give the Year 11 Business Economics/Business Studies classes an idea of what happens inside a large company like Digital. WID members Anita Paul, Chris Chapman, Marianne Starkey and Angie Squires participated in the session with assistance from Ros Bowes and Billy Koh from Finance.

The girls were given an overview of Digital, an understanding of how a Finance and Treasury function works and Chris Chapman entertained his audience with a look at the legal implications for a large company. Anita and Angie escorted the group on a tour of the facility at Rhodes and the girls were most impressed with our working conditions.

This relationship with Riverside

is part of the School and Industry link program and gives us a chance to participate in the local community as well as actively supporting educational initiatives for young women. Further activities are planned - Suresh Sood will be going to the school to talk about the fundamentals of Marketing and there will be a range of programs scheduled during 1994.

WID ESTABLISHES LIBRARY:

WID have begun a borrowing library of books in the Technical Library, which is managed by Mai Douglas.

Titles include:

Enterprising Women by Leonie Still
Financially Free by Anne Hartley
Breaking the Glass Ceiling by Ann Morrison and Randall White
Working with Men by Beth Milwid
High Impact Resumes and Letters by Ronald Krannich and William Bannis
Strategies for Women at Work by Janice LaRouche and Regina Ryan
Women's Burnout by Dr Herbert Freudenberger and Gail North
The New Quick Job Hunting Map by Richard Nelson Bolles
The Female Advantage by Sally Helgesen
Breaking Through by Jocelynne Scutt
Women and the Work Family by Deborah Swiss and Judith Walker
Networking and Monitoring by Lily Segerman-Peck. ■



Riverside High Students

A tour down memory lane

FOR RHODES RESIDENTS

Many 'Rhodents'* may have been startled to see a party of 50 mature-age visitors being given a tour of the Rhodes facilities last November 11th.

During the 50 years before Digital came to Rhodes, our site was occupied by the Tulloch Iron Works. The company specialised in heavy engineering, and made all the "red rattler" railway carriages (that Sydney train travellers will be familiar with) on this site.

Every year the ex-Tulloch employees hold a get-together on remembrance day in the park near our building. This year a Tulloch family member approached Facilities Supervisor Phyllis Sommerville to ask if they could look at the grounds. Phyllis invited them to tour the building.

To marshal a tour party of 50, Phyllis enlisted the help of Max Burnet, and between them they were able to show the visitors our foyer, museum pieces, cafeteria, computer rooms, gymnasium, office environment and network control centre.

The visitors were given a Digital pen as a memento of the event. Our photo shows them

outside the main entrance at Rhodes.

SOME SNIPPETS.

❖ Many of the women visitors commented how quiet the modern office was, without noisy typewriters.

❖ One lady showed a photo taken in 1954, of Queen Elizabeth on tour. The photo shows the Queen travelling up Concord Rd with our Brays gates in the background.

❖ One gentleman was able to find the exact spot where his father had been killed in an industrial accident - a very moving experience for him on Remembrance day.

❖ Fifty years ago the water of Brays Bay came right up to the edge of the present road. The cemented area on the waterfront is actually land-fill, a lot of it molten slag from the Tulloch plant.

❖ If you walk out our main entrance road to the railway station, you will see a small statue in the park, commemorating the Tulloch Iron Works.

* Thanks to Max Burnet for the creative if not flattering term 'Rhodents'. ■



Who's reading your E-Mail?*

Remember that E-mail message you sent to your friend in Sales last week? You know, the one complaining about the new manager? Do you know who else read that message?

Every day more than 10 million business professionals rely on electronic mail to communicate with co-workers. But few of us ever think about the possible ramifications of sending those messages. We tap them out as casually as we pick up the phone, "talking" about everything from sensitive corporate issues to what we are doing this weekend.

Should we assume that E-mail messages are really private? Probably not, say most experts. The issue of E-mail and privacy has recently come to prominence through a series of high-profile incidents.

After the 1992 beating of Rodney King, the Christopher Commission, investigating practices of the Los Angeles Police Department found some 700 offensive messages sent between officers.

During the Iran-Contra trial of Marine Lieutenant Colonel Oliver North in 1987, North's E-mail messages were one of the principal sources of the information used against him.

More recently, Eugene Wang, a former vice president with software firm Borland International was charged with passing sensitive company documents to one of Borland's chief rivals, Symantec Corporation. After Wang left Borland for a position at Symantec, Borland management looked into Wang's corporate mail account and discovered evidence that ultimately led to Symantec president Cordon Eubanks

TO READ ALL ABOUT IT...

If you would like to take a look at our E-Mail security policy, the "Proper use of Digital Computers, Systems and Networks", you can do so on VTX.

From the dollar prompt (\$) or the ALL-IN-1 EM menu type

VTX <RETURN>

Then select the following options

being named a defendant in the case.

These celebrated E-mail controversies are not isolated incidents. They are, in fact, indicative of the confusion surrounding employees' and employers' rights where E-mail is concerned.

Indeed no legal regulations govern the monitoring of internal E-mail messages sent on a company-owned system.

Employers, civil libertarians and communications experts hold a variety of opinions when it comes to employers' versus employees' rights, but there is one point on which they all agree: the best way for employers to respond to the absence of clearly defined laws is to establish a policy, publicise it and stick to it.

Digital have done just that. The relevant policy for us is "Proper use of Digital Computers, Systems and Networks", policy number 6.54, January 1990. We should all take the time to read the policy because it affects us. For example, on page 7 of the 8-page P&P it is stated that, "Because networks, computer systems and accounts are resources the company provides to its employees, the company reserves the right to access those networks, systems and accounts as it deems necessary."

Finally, a word of warning from Chris Chapman in our Legal department: be mindful of the reality that hard AND soft copies of EMs may be the subject of subpoena by a Court in relevant cases.

* Adapted from 'Who's Reading Your E-Mail' By Bronwyn Fryer and Roberta Furger {PC World August 1993} as published in VNS Edition: 2922 on Monday 27-Sep-1993.

2. External Infobases.

16. Policies & Procedures

Press the find key <FIND> and then enter SECURITY_GIA

Then select the following options

4. Security Policies and Standards

1. Proper Use of Digital Computers. ■

CONFERENCE with a difference

The first Sales Unit Managers' meeting, held in Bowral in NSW a few weeks back, gave 'leadership' a whole new meaning.

Experiential learning exercises designed to test the leadership abilities of the twenty SUMs who attended the three-day conference provided an unusual and effective means of leadership training and team bonding.

In one such exercise, the group had five minutes in which to work out whistle signals, after which time the followers were blindfolded and the leader could only use the whistle to guide the group into a target area.

In another activity, the group were again given five minutes to create a non-verbal form of communication - no whistles allowed this time! They were then formed into a queue with everyone blindfolded except the person at the end of the queue, whose job it was to guide the group on an obstacle course.

According to Candace Parks, Strategic Consultant for the Development & Learning group who organised the event with the aid of the Experiential Learning Company of New Zealand, the fun and games were not all fun and games.

"It was certainly very funny at times," says Candace, "but it also provoked everyone to think about the ways in which they provide leadership to their teams and the ways in which SUMs can work. The exercises were part of an overall self-evaluation and personal development opportunity provided by the conference."

That self-evaluation began before the event, with a questionnaire called a Leadership Practices Inventory. This was given in advance and filled out not only by the SUM but by four of the people who worked for him/her.

The tabulated results were graphed and a workshop provided each SUM with the opportunity to work out ways of making improvements in their own personal areas of leadership difficulty in the areas of:

- challenging the process
- inspiring a shared vision
- enabling others to act
- modelling the way
- encouraging the heart

In addition to the exercises and the personal development opportunity, a special forum was convened providing an opportunity for the SUMs to discuss their own business issues and to work together to create plans to develop some practical solutions. The progress of these plans will be reviewed at the next SUM Forum, planned for April.

As the General Managers conference was

being run in Bowral at the same time, the SUMs and GMs joined for a seminar to hear the latest messages from Corporate presented by Ron Larkin and to be briefed on the planned Trade Practices Awareness training program design to minimise occurrences and penalties for breaches of the act. This proved to be a very lively session as not only can a company be fined up to \$10M, individuals can also incur a \$500,000 fine which cannot be paid or reimbursed by the company. The two groups then joined for dinner.

Feedback from the conference suggests that it was worthwhile for SUMs to take the time to attend the event.

Sydney-based Business Unit Manager John Burton commented, "Using practical and often amusing activities I learned some skills which I have been able to bring back to the job and to share with my team."

Tim Brewin from Melbourne noted, "The Bowral conference was extremely valuable for me as a Channels Sales Unit Manager. It enabled me to spend quality time with my peers to developed and enhance our working relationship. This is critical to Digital success."

And Brenda Williams in Brisbane said that, "the experiential training provided an entertaining opportunity for improving leadership skills and challenging the imagination, and also valuable time to meet with colleagues to discuss common business issues." ■

Export target: \$15M

Engineers at our Lane Cove facility (SNL) have developed a new generation of networking products which are expected to earn us more than \$15 million in Australian exports.

Built around locally sourced components and circuit boards, the MUXserver 90 is the first product developed under Digital's worldwide Remote Office Program. Digital Australia is the volume supplier for the corporation under the program.

The Muxserver 90 product and future variants are part of the DEChub product range and a key part of the networks and communications product set. The engineering was by CSS SPR as part of its commitment to worldwide product development.

"The MUXserver 90 opens a new era in product development in Australia", comments Peter Ambrose, Product Manager for the Remote Office Program.

"We can demonstrate not only innovative engineering, but have a number of local suppliers of high quality technology to ensure that there is maximum export benefit to

Australia."

The first \$200,000 shipment left Australia for North America mid-December. ■



The CSS team with their presentation for the MUXserver 90.

Uluru '93:

At the end of November, Digital, together with one of its major partners Cerner Corporation, proudly sponsored "ULURU'93 - Informatics - The Future of Laboratory Medicine".

The conference, which was held at Ayers Rock and which was attended by over 130 senior pathologists and healthcare executives from Australia and overseas, sought to address some of the

major issues confronting the Healthcare industry today.

With some of the world's most highly regarded authorities speaking at the conference, ULURU'93 provided an excellent forum for advancing the knowledge and understanding of areas such as Healthcare Informatics, Clinical Decision Support and Knowledge-based Medical systems, Health Communications Networks and the Re-engineering of Healthcare Delivery.

Digital and Cerner were the only exhibitors at the conference and as a result, the opportunity was taken to demonstrate to a captive audience some of our capabilities in the

Healthcare market. This included the work that Digital has under

taken in Healthcare Process Modelling and Re-engineering which is assisting our healthcare customers to reengineer their businesses to meet the future requirements of the industry. Also on show were some of the solutions available in medical imaging which have been made possible by the introduction of our latest Alpha AXP technology.

Attending to the customers at the conference were Glyn Danter, SPR Healthcare Marketing; Rocky Radhakrishnan, NSW Consulting; Sandra Appleton, Vic/Tas Health Unit; Renata Bushko, W/W Healthcare CBU (who also presented a paper on Reengineering Healthcare). ■

NSW Government Open Day at Rhodes



Back in mid-November, Mark Poltis from our NSW Government Sales Unit decided to hold an "Open Solutions Day" at the Rhodes office.

The task of managing the project went to Kris Mackay (pictured at the information desk) who had only been with Digital for three weeks and who had only four weeks to implement the project.

The project team of Hazel Broadbent and Russell Norman was aided by NSW Channels Sales.

Some 200 customers from not only Government but Health and Education segments attended the exhibition which displayed solutions from eight of our major business partners and from our Desktop, Networking, CSS, Publishing and Consulting groups.

On offer was a door prize of a 486DX Desktop computer with 4MB RAM, 120MB hard disk and a SUGA colour monitor.

The event was hailed as a great success and thanks must go to all involved, with a special mention for the first rate registrars. ■

WASTE NOT...

SPR Facilities has received a Corporate plaque for work in the field of waste management, with a special certificate going to Facilities Supervisor Phyllis Sommerville.

The SPR Recycling Program kicked off in February 1992, was recognised that same year with a Corporate Environmental

Excellence Award and has yielded an annual regional savings of around \$40,000 - mainly from recycling our waste paper and cardboard cartons.

Pictured is Phyllis receiving her certificate from Mike Kelly, SPR's new Director of Manufacturing. ■



Winning Streak

Account:	Newcastle University
Order by:	David Foulcher
Assisted by:	Patrick Callaghan and Henry Coppins
Location:	Newcastle
Value:	\$175K - \$13K more than the broker's price
Notes:	<p>It is difficult to compete with brokers at universities as the universities always want the bare minimum with no added value. However, the combination of Digital's sound relationship with Newcastle Uni and our unbeatable services won us the business!</p>

Account:	Australian Stock Exchange
Order By:	Rob Buchanan - Unit Manager/Account Manager
Assisted By:	Stuart Frith (Account Representative), Mark Kiss (Account Support Representative) and Mick Duncan (previous Unit Manager/Account Manager)
Location:	Sydney
Value:	\$2.9M
Notes:	<p>The order represents the next stage of the ASX plan to automate electronic trading.</p>

Account:	ALCOA
Order By:	Paul Burrows
Assisted By:	George Hardie, Noeline Woo, John Jefferys and Geoff Whitley.
Location:	WA
Notes:	<p>The order for ALCOA's Pinjarra process control system is for an Alpha 4710 and Honeywell's Production Manager program. In addition, ALCOA's Booragoon engineering has decided to upgrade their ESRI 6410 system to a new Alpha 4710 system.</p>

Account:	Peters Foods
Order By:	Andrew Meier
Assisted By:	Chris O'Reilly, John Pilbeam, Graham Wilkinson, Chris Jankowski, Marina Grivas, Jane Stark, Peter Leih and Peter Holmes.
Location:	Melbourne
Value:	\$800K
Notes:	<p>Peters Foods has selected Digital Alpha AXP as their platform of choice for the future. This sale follows a previous \$1.2M Telemarketing order.</p>

Account:	Australian Poultry
Order By:	Michael Mulvaney
Assisted By:	Ossie Richard
Location:	Newcastle
Value:	Over 200K
Notes:	<p>Australian Poultry's 8350 was overloaded and would not support them through the Christmas rush. The deal, offered on the Friday, was that if we could supply an Alpha and have it running before Monday then the order was ours. We did it and the rest is history.</p>

Account:	University of Adelaide - Physics Dept.
Order By:	Keith Gillard (Desktop) and Richard Sharpe (Sales Support)
Location:	Adelaide
Notes:	<p>This order is for the replacement of the existing SUN Server in the Department of Physics.</p>

Account:	Department of Education in Darwin
Order By:	Richard Cotta
Assisted By:	Barry Caire, Andrew Hodges and Chris Coleman.
Location:	Darwin
Value:	\$150K
Notes:	<p>This win was against SUN and HP and was decided on competitive benchmarking. We won on superior price performance. ■</p>

NEW recruits

Next month we will welcome seventeen university graduates as part of the new Graduate Recruitment Program which is being established by Human Resources in Digital offices around the world, in order to attract the leaders of the future.

SPR has hired graduates to work in



Deborah Burt will be managing our Graduate Recruitment Program.

Sydney (12), Melbourne (2), Adelaide (1) and Perth (1). The new Digits will be appointed to initial positions in sales, marketing and consulting and in their first five

months will participate in a training program which is designed to give them basic knowledge of our key functions, products and services and to equip them with some basic business skills.

The program includes both classroom and on-the-job training in which the graduates will be able to spend some time in each of the major functions and with a business partner before they join their business unit full-time from the beginning of FY95. ■

Career Milestones

JANUARY 89

- ✓ Ron Abbott MFG NLO
- ✓ Roy Atkins SRV SNO
- ✓ Raymond Bingham MFG SNO
- ✓ Jim Carew SLS CAO
- ✓ Rob Cleghorn SLS ADO
- ✓ Patrick Crilly NAC OZY
- ✓ Amanda Crispin OPS ADO
- ✓ Robert Farrago NAC OZY
- ✓ Peter Huish SRV NLO
- ✓ Debbie Kilmartin SRV NZO
- ✓ Rosa Knipper IS SNO
- ✓ Derek McCarthy SLS SNO
- ✓ Eric Paul SLS MEO
- ✓ Marie Santsingh SRV CAO
- ✓ Brett Smerdon SRV ALI

Jan 84

- ✓ Brian Turner NAC OZY
- ✓ Paul Wickham SLS SNO
- ✓ Dianne Yates SLS SNO

Jan 84

- ✓ Peter Bell SRV SNA
- ✓ Nigel Bell SRV MEO
- ✓ Ray Dom SRV ALI
- ✓ Ann Emms MFG SNO
- ✓ Terry Fraser SRV SNO
- ✓ Phil Parker SRV SNO
- ✓ Lauren Scane OPS MEO
- ✓ Roy Varley SRV MEO

Jan 84

- ✓ David Bruce SRV SNL
- ✓ Ronald De Boer SRV NZO
- ✓ Paul Marshall SRV MEO

FEBRUARY 89

- ✓ Linda Bartley OPS CAO

Feb 84

- ✓ Lara Campbell OPS SNO
- ✓ Faye Fitzpatrick SRV SNO
- ✓ Simon Geraghty IS SNO
- ✓ Natalie Keen IS SNO
- ✓ Paul Kwok SRV SNA
- ✓ Hong Le SRV SNO
- ✓ Gerald Mills MFG SNL
- ✓ Anne Simpson MKT NZO
- ✓ Allan Small SRV SNO
- ✓ Michael Ziesig SRV ALI

Feb 84

- ✓ Revel Arlington SRV NZO
- ✓ Gregory Donovan SRV SNO
- ✓ Victor Nah SLS MEO
- ✓ Richard Rydberg SRV MEO
- ✓ Chris Sakrouge IS SNO
- ✓ Tony Simms MFG SNL

Feb 84

- ✓ Joe Lew FIN SNO
- ✓ Paul Pettersen SRV SNO
- ✓ Gordon Wing SRV NZO ■



All aboard FOR DIGITAL

Another first for Digital. The refurbishing of the railway station at Rhodes has included the erection of large signs facing each of the three platforms, letting travellers know they have arrived at the homeground of Digital. No other corporate company gets a mention on the Sydney rail system! ■

Making the most of ALL-IN-1

ALL-IN-1 Disk Space Management:

Q What is the difference between a shared mail document and a private user document?

A When someone sends you a mail message, or you send a message to someone else, the document does not take up your disk space until 24 days have elapsed. This is called a shared document.

When you create a document, from the Word processing (WP) menu for example, this document takes up your disk space. This is called a private document.

Q Why does my free disk block space decrease overnight?

A This is due to Bundling which moves shared mail documents older than 24 days into your personal account nightly. These personal documents then take up your disk space.

Q I can't possibly be using that many disk blocks. Which documents are using up my disk blocks?

A Use the SI (Size Index) option from your electronic messaging screen; specify sort by SIZE. The Size Index will take about a minute to print out an index of all your documents sorted by size.

Q I seem to be using more disk space than the Size Index indicates.

A Several hundred extra disk blocks are needed for your file cabinet, for your nicknames file, distribution lists and other ALL-IN-1 overhead files. If you have printing in progress, then the print file will also be using your disk space. For mail documents with large distribution lists, the distribution list may take up more of your storage space than the document itself.

Q I've deleted many documents but my free disk space hasn't changed.

A When you delete an ALL-IN-1 document, it is refiled into a folder called WASTEBASKET; the document will take up your disk space until the wastebasket is emptied. The wastebasket is automatically emptied every Monday morning, however you can empty your wastebasket at any time by using the EW (Empty Wastebasket) option from your electronic messaging screen. Note that once you have emptied your wastebasket these documents cannot be retrieved.

Q I'm too busy to clean up my ALL-IN-1 account and delete documents.

A As you read new mail messages, refile each message you want to keep, using Refile Document (RFD) or File

Text (FT), from your READ folder into a special purpose folder. It will only take a moment to refile as you read; try to handle each document once only. If you have Document Cleanup enabled on your account, any other messages left in your READ folder or OUTBOX folder will be automatically refiled into your WASTEBASKET after 30 days. To enable Document Cleanup, use the DCN option from your electronic messaging screen.

Q How do I enable Document Cleanup on my account?

A Use the DCN option from your electronic messaging screen to enable or disable automatic document cleanup. Document Cleanup runs automatically every week after the wastebasket has been emptied. If it is enabled, all mail messages older than 30 days in your READ and OUTBOX folder will be automatically refiled into your WASTEBASKET. You will be mailed a list of the documents refiled. You then have until the next wastebasket empty (on the next Monday) to refile any documents you would like to keep.

Q If I'm on holidays, will I lose any mail messages as the empty wastebasket and document cleanup jobs continue to cleanup my account?

A With ALL-IN-1 V3.0, your wastebasket will only be emptied and your old READ and OUTBOX mail refiled if you have logged in since the previous Monday. If you are on holidays your account will remain untouched. ■

Digitalk, the official magazine for employees of Digital Equipment Corporation in the South Pacific Region (SPR) is published six times a year by Digital Equipment Corporation (Australia) Pty. Limited, Corporate Communications SNO1-3C3, 410 Concord Road, Rhodes NSW 2138 Australia

For internal use only

Publishing Editor/Writer: Klay Lamprell. Publisher: Hazel Broadbent. Editorial Committee: Klay Lamprell,

Hazel Broadbent, Patrick O'Halloran, Tracey Blanch and Greg Bourke.

Contributors to this issue: Max Burnet, Bill Dickens and Marianne Starkey.

© Digital Equipment Corporation (Australia) Pty Limited 1994

Please send contributions by:

- ALL-IN-1 to Hazel Broadbent
- Telephone (02) 561 5192
- Facsimile (02) 561 5850

260288
ROBERT MACRAE
PRINCIPAL ANALYST/PROGRAMMER
SNO2-2/E4